



**U.S. NAVAL
INSTITUTE**

Senior Major Gifts Officer Annapolis, MD

DR*i* Waterstone
HUMAN CAPITAL

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The Home of Influential Debate Since 1873

The U.S. Naval Institute provides an independent forum for those who seek to advance and strengthen the naval profession.

Mission

The U.S. Naval Institute offers a forum for those who dare to read, think, speak, and write to advance the professional, literary, and scientific understanding of sea power and other issues critical to global security.

Vision and History

The vision of the U.S. Naval Institute is to give a voice to those who seek the finest Navy, Marine Corps, and Coast Guard.

The Naval Institute is a private, not-for-profit educational institution with a current membership of over 40,000 worldwide. The Institute operates from revenues generated by book sales, membership dues, advertising income, conferences/events, and from tax-deductible gifts made to the Naval Institute Foundation.

In 1873, ten Naval officers and five Marine officers founded the U.S. Naval Institute on the grounds of the U.S. Naval Academy. The economy was bad. The Navy was falling behind technologically and tactically. Ideas weren't moving up the chain of command. Our Navy and Marine Corps needed a non-partisan, independent, open forum. This was true in 1873 and it is true today.

Over the past few years, the Naval Institute has reaffirmed its status as the world's most influential and dynamic naval nonprofit institution—independent, non-partisan, and unparalleled in its work to sustain the naval services' culture of critique and innovation. To learn more about future objectives, please view the U.S. Naval Institute's [Strategic Plan](#).

The Naval Institute Shall Remain

Independent

A non-profit member association, with no government support, that does not lobby for special interests.

Non-Partisan

An independent, professional military association with a mission, goals, and objectives that transcend political affiliations.

Innovative

Ideas and debate flourish through its respected journals, *Proceedings* and *Naval History*, its conferences, its books, and its online content, in support of those who serve.



The Opportunity

Having recently completed a successful \$47M capital campaign, the U.S. Naval Institute seeks a development professional to secure funds for the Institute by managing a group of assigned, qualified donors and prospects, ensuring that as many as possible are retained as continuing donors and upgrade their giving and involvement.

Reporting to the Executive Vice President, Development, the Senior Major Gifts Officer will become an integral member of the Foundation staff and will have the opportunity to grow into an executive-level leadership position. He or she must develop and maintain a comprehensive understanding of all aspects of the Naval Institute, its programs, activities, and brand. He or she should be someone of presence and confidence who can passionately represent the Institute's mission, vision, and values to donors and prospects, and work with them systematically to:

- ❖ Secure major donations from individuals and families.
- ❖ Increase the pipeline of individuals capable of donating substantial funds.
- ❖ Steward a select group of consistent donors to determine major gift propensity.
- ❖ Help plan and implement a comprehensive development program to provide support across all gift categories – unrestricted, project, and endowment – and help increase the Institute's overall philanthropic capacity.
- ❖ Celebrate the Institute's 150th anniversary in 2023.

Key Responsibilities Include:

- ❖ Manage a portfolio of 100-120 active major gift prospects to solicit and close gifts, with an emphasis on gifts at the \$10,000+ level. Set and carry out strategies for all stages of the major gift solicitation process: qualify, cultivate, solicit, and steward.
- ❖ Develop, implement, and drive strategies for cultivation and solicitation of individuals identified as qualified major gift prospects. Work with the development team to create and execute the strategies, and systematically validate data to develop target areas for prospect/donor visits.
- ❖ Work collaboratively with Foundation and Institute staff.



The Candidate

The ideal candidate will have demonstrated success in major gift fundraising, able to participate in all aspects of the gift cycle. This will include initiating contact with potential donors; developing appropriate cultivation strategies for them alongside Board members; moving potential donors in an appropriate and timely fashion toward solicitation and closure; making solicitations; and maintaining stewardship contacts with donors. The candidate will also have knowledge of tax laws that affect charitable giving, personal assets, and estates, with a proven track record of working independently as well as collaboratively in a team environment. Minimum qualifications include:

- ❖ Minimum of 5-7 years of higher education or non-profit fundraising experience.
- ❖ Bachelor's degree within a related field, or equivalent experience, required.
- ❖ Experience working with individual supporters and closing five-, six-, and seven- figure gifts.
- ❖ Superior interpersonal and communication skills, especially the ability to listen effectively, write clearly, and speak to groups. Self motivated and organized with good planning and follow-through.
- ❖ Solid relationship-building skills, comfortable relating to military and civilian leaders.
- ❖ Ability to interact with donors while maintaining a high level of confidentiality and discretion.
- ❖ A sincere and enthusiastic belief in the mission of the U.S. Naval Institute.

Preferred Qualifications:

- ❖ Experience working in a complex organizational environment with demonstrated success in a high-achieving fundraising program.
- ❖ Experience securing funds from corporations and foundations.
- ❖ Experience with gift planning.
- ❖ Knowledge of the military, specifically the Navy, Marine Corps, or Coast Guard.

Travel Requirements

The Senior Major Gifts Officer will travel, at minimum, 25% of the time to conduct face-to-face visits with current and prospective donors to establish and nurture relationships and secure gifts.



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To apply, please visit <https://driwaterstone.com/position/usni-sr-mgo>

Consultant: Doug Trout - 703-718-4761
trout@driwaterstonehc.com

All first-round interviews for this position will take place via telephone/video conference.

DRiWaterstone is an executive search and development consulting firm that recruits senior leaders and works with them to build talented teams, create bold strategic plans, and design powerful fundraising programs.

The U.S. Naval Institute is a highly-respected institution with a 149-year record of thought leadership on defense and global security issues. Headquartered on the grounds of the U.S. Naval Academy, the Institute is growing, entrepreneurial, fast-paced, independent, and non-partisan. The Institute has an expanding base of devoted and highly capable donors and over the past few years, they have quadrupled donated funds. So, there's a sense of momentum and purpose to their work. The job has excellent professional growth potential.

The U.S. Naval Institute is an Equal Opportunity Employer and is seeking a diverse slate of candidates for formal consideration.